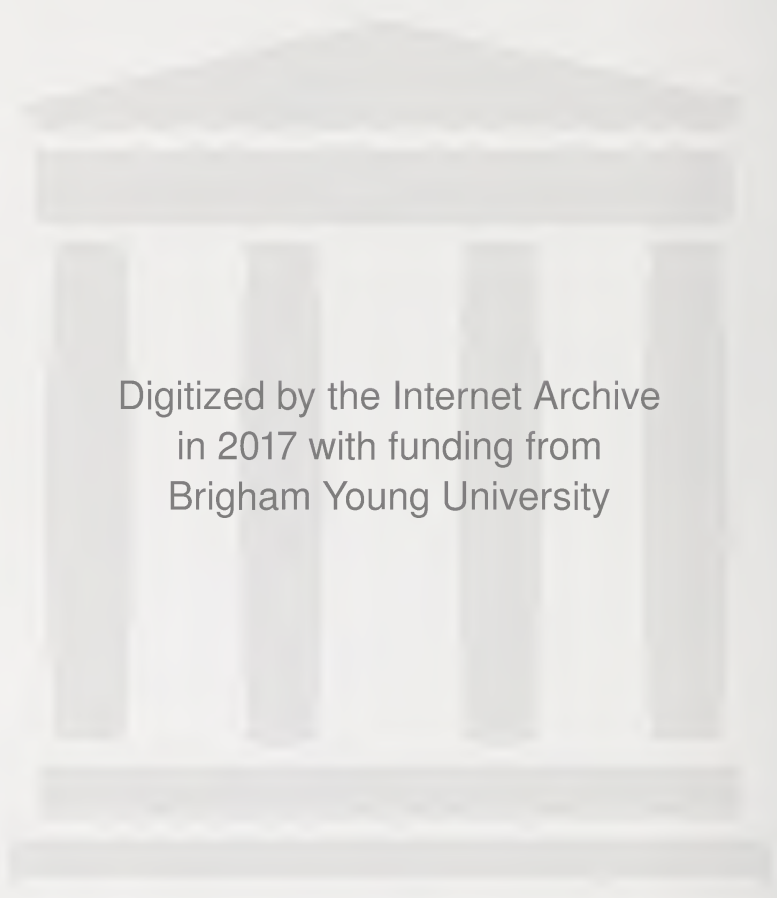


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# SOUTHWEST WASHINGTON







*Himalaya Blackberries growing near Olympia—an example of Southwestern Washington Fruit Culture.*

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# SOUTHWEST WASHINGTON

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WASHINGTON

SOUTHWEST WASHINGTON



*Hay Farming near Laurel, Klickitat County—Dry Months Permit Outdoor Baling and Storage.*





*Modern Methods Make Southwest Washington Dairies Pay Big Profits*

## The Land that Beckons

**E**XPANDING over a broad area of more than 13,000 square miles from Puget Sound on the north to Columbia River on the south and from the Cascade Mountains on the east to the Pacific ocean on the west, is Southwest Washington—a vast region that, by reason of its resources and its accessibility to markets, must become one of the principal producing centers of not only Washington and the Pacific slope, but of the whole United States.

It comprises 10 of the 38 counties in the state—Chehalis, Clarke, Cowlitz, Klickitat, Lewis, Mason, Pacific, Skamania, Thurston and Wahkiakum. Seven of these, or two-thirds of the region, form Tacoma's front yard for trade and render possible a continuance of the great growth of that city as the center of an empire and the chief industrial point on the North Pacific coast.

Southwest Washington is the natural trade possession of Tacoma because of the latter's position at the gateway to the larger markets of the world and as the supply base for the innumerable commodities produced in a manufacturing city and needed in a district not far enough advanced to supply its own needs. And while Tacoma commands a valuable trade mart in Southwest Washington, there is an equally potent reason why Southwest Washington calls Tacoma its own; for Tacoma is a big consumer of the products of the forests and fields that dot its front yard.

These reasons for reciprocal relations have brought about a cementing of bonds between Tacoma and Southwest Washington culminating in a carefully outlined campaign of co-operation, the aim of Tacoma in exploiting the land of productive wealth at its doors being to add to its own constantly increasing greatness as well as to aid in the upbuilding of its surrounding territory.

## SOUTHWEST WASHINGTON



*Battery of Logging Engines Fired up for the Day's Work*

### GREAT WEALTH AWAITS IN SOIL.

These co-operative efforts have been directed mainly toward cultivation and settlement of the Southwest's lands. Little of the soil has yet been stirred by the plow. Many people who desire to make a change have heard in years ago about the chances for success in Washington, but have dismissed this land that beckons them with the conclusion that the opportunities they again read about have all been taken up.



*Felling "His Majesty"*



## SOUTHWEST WASHINGTON



*"Toothpicks," from a South Bend [Pacific County] Mill—30x30 inches square and 70 feet long*

Never was there a supposition further from the facts. Statistics just compiled show the 10 counties making up Southwest Washington to contain 4,826,415 acres. Of this area, 2,766,558 acres are timbered. Of the remainder, only 293,029 acres are improved, while unimproved lands—for the most part logged-off—aggregate the immense total of 1,766,828 acres.

These figures quickly tell the story of how much room there is for new settlers.



*A Forest Giant En Route to the Saws*



## SOUTHWEST WASHINGTON



*Celery Culture*

### BIGGER THAN THREE EASTERN STATES.

The immensity of the territory may be better realized when it is stated that Southwest Washington is larger than the states of Massachusetts, Rhode Island and Delaware combined; or New Hampshire, Rhode Island and Delaware rolled in one. It is nearly twice as large as Connecticut, Rhode Island and Delaware put together. Massachusetts, Rhode Island and Delaware have a combined population of 4,111,348, while Southwest Washington, in which those three states could be set with plenty of room left around the edges, has only 157,884 people.

As the acreage of unimproved land indicates, the proportion of population in Southwest Washington engaged in farming is very small; yet it is a land of great diversity of rich soils.

### RICH LAND FOR NEW SETTLERS.

To bring about the cultivation of its logged-off lands by intensive farming—that is, by the cultivation of tracts of from 1 to 40 acres each—is the aim of all Southwest Washington. To this end its manufacturers, bankers, business and professional men and farmers have united in a strong, active organization whose sole purpose is the upbuilding of the entire community without regard to section.

This organization is the Southwest Washington Development Association. It has hundreds of members from all ten counties, the membership units being the commercial clubs or chambers of commerce of each individual locality, and representing 43 cities and towns. The character of the organization may best be judged from the fact that there are 23 bankers, representing as many communities, on the executive committee; the whole committee has 43 members—one from each constituent unit. The president and the vice-president, the latter being also chairman of the executive committee, are both bankers. The publicity committee is headed by a mayor, while one of the states' leading business men is chairman of the good roads committee.

The association meets in convention four times every year. It takes up road and highway betterment problems with a view to securing legislation that will make more highways possible; it plans the best methods of attracting attention of farmers the world over; it discusses ways and means for further development of the lumber, coal, fish, stone and other resources of the region it serves. But the most important problem it has undertaken to solve is that of the logged-off lands.

### INTENSIVE FARMING THE AIM

Announcement was made at one of the recent conventions that a long step toward bringing a million hitherto worthless acres under cultivation, had been taken. These lands were

## SOUTHWEST WASHINGTON

deemed worthless because experiments had not been made that subsequently proved them to be as fertile as any lands cultivated anywhere on earth. The association has induced the larger owners to join in a plan whereby the major holdings of logged-off lands have been pooled under one management, vested in the association. The lands will be sub-divided in small tracts and made available to new settlers at the lowest possible figure and on the easiest terms consistent with good business practice. In fact the new settler can buy this land at its actual cost, plus cost of whatever improvements may have been made. In the disposition of this land to settlers, the association will act merely in protection of the settler. It will not in any sense act as the agent of the owner.

The Southwest Washington Development Association invites close inquiry regarding logged-off lands; also regarding manufacturing and general business and agricultural opportunities in the region. All inquiries made to the secretary at Centralia, Washington, either verbally or in writing, will received prompt attention. Communications on these subjects may also be addressed to Department H. Commercial Club and Chamber of Commerce, Tacoma, Wash. They will be given prompt and careful attention.

### ONLY MEN OF ENERGY AND GRIT WANTED.

To farmers who settle on these logged-off lands the association deems itself in duty bound to assert emphatically that only men who are ready, willing and prepared to work hard are addressed in this call for settlers. The work of clearing stumps, which will be the first task



*A Southwest Washington Truck Farm*





A "Cultivated" Oyster Crop

awaiting the settler is not an undertaking for the man who seeks something easy. The Southwest Washington association will see to it that the settler gets land with soil of good quality and at a price that is neither exorbitant nor speculative. But the settler will have to do the hardest work of which he is capable before the land begins producing revenue. Once the settler has done his part, however, the soil and the climate will do the rest. It means profits in two years to the man who will accept the conditions.

The association realizes that it is worth infinitely more to have a contented farmer yearly developing wealth that is to find its way into the coffers of all the business interests, than to derive a quick temporary profit in the sale of land to the newcomer at an exorbitant figure. Approximately 100,000 acres have already been pledged by the large owners for settlement purposes. The average price is very low and the settler can generally buy at a figure not much above first cost. There is plenty of information regarding the processes of clearing stumps and the secretary of the association will be glad to furnish it to any one interested. Some of the lands, notably those with shot clay soil, can be cleared at a trifling cost. In some cases the expense is confined to the cost of matches



The Oyster Industry on Willapa Harbor



## SOUTHWEST WASHINGTON



*Logged-off Land—Before*

with which to start fires beneath the stumps in what is known as the char-pitting process. Soil is first packed firmly around the base of the stump it is desired to remove. Then fire is applied and in the first few hours the soil bakes hard, forming an oven-like covering. This serves to hold in the heat and flames which are forced to attack the stump until the latter is completely destroyed. Stump clearing costs from \$40 to \$150 an acre.

### EASY TO REACH HUNGRY MARKETS.

Bounded on three sides by great marine highways—Puget Sound, Columbia River and the Pacific ocean—Southwest Washington has unlimited transportation facilities, leaving its rail lines out of considera-



*Logged-off Land—After*

## SOUTHWEST WASHINGTON



*Young Apricot Orchard Near Goldendale, Klickitat County*

tion entirely. Hundreds of navigable rivers traverse the region and make the marketing of farm products an easy and inexpensive operation. No section of the United States has better railroad facilities. There are 900 miles of actual rail lines in the 10 counties. The main line of the Northern Pacific system between Portland, Ore., and Puget Sound, runs through the heart of the Southwest for 94 miles between Vancouver and Tenino. This line is shared by the Northern Pacific with the Great Northern and the Oregon-Washington Railroad & Navigation company on an absolutely equal competitive basis, so that while there are but 900 miles of actual rail lines, Southwest Washington can very properly lay claim to over 1,100 miles of main line facilities. More than half the trackage has been added during the last three years. The Oregon-Washington Railroad & Navigation company has a branch 73 miles long into the Grays Harbor country from Centralia to South Aberdeen, opening it for service in 1911. The Oregon-Washington shares this line with the new Chicago, Milwaukee & Puget Sound system so that Southwest Washington really has direct connections with four of the West's greatest carrier systems which in turn have more than 60,000 miles of main line trackage. It has only been three years since the Spokane, Portland & Seattle (North Bank) railroad, extending along the Columbia river from Vancouver, in Clarke County, to Goldendale, in Klickitat county, began operating. Another move for transportation service to the Southwest's farming regions has recently been made in Lewis county, where the construction of a road into the fertile Big Bottom county, west and southwest of Mount Tacoma, has been started.

Everywhere throughout Southwest Washington are evidences of facilities that make for successful farming; in other words, good roads, state, county, city and private capital is being expended in road construction.

### MARKET OF MILLIONS TO SUPPLY

Southwest Washington has, in the Puget Sound cities, the British Columbia and the Oregon portions of the Pacific slope, a market with a population of more than 1,000,000. The state of Washington alone sends away \$30,000,000 every year for articles of food that could and should be raised on its own farms. Southwest Washington can supply over one-third of this tremendous market, once its lands are brought under cultivation. It must be plain then to any farmer of experience, grit and energy who will come to Southwest Washington and take up a

tract of logged-off land at from \$10 to \$25 an acre, that when he has cleared it he will have land alone worth from \$200 to \$300 an acre. Improved lands directly alongside the unimproved at the present time are appraised at such values; and this profit is entirely aside from the profit that will be his by catering to the aforementioned markets which are now obliged to send afar for their daily bread. It is also an established fact that the great fertility of the soil of Southwest Washington, compared with the impoverished soil of much of the land in the old farming sections of the East and Middle West, makes it possible to produce as much from 10 acres as can be produced from 40 acres in the older regions.

What can be accomplished on logged-off land by a man with a little money and a lot of energy and grit is typically illustrated in the case of Henry Dupertuis, a Swiss, who came to Southwest Washington with his wife, 13 children and \$500. With \$300 he bought 100 acres of logged-off land at Adna, in Lewis county, six and one-half miles southwest of Chehalis, the county seat. He rented a residence nearby, settled his family and proceeded to clear the land. The \$200 remaining of his capital was set aside for living expense and to get enough money for tools and a team of horses, his older sons went to work in nearby sawmills.

As each square rod was cleared of stumps, it was placed under cultivation. Very soon there was enough garden truck and berries for the family and in a little while the land earned enough to build a comfortable home, a barn and other buildings and plant a plum and apple orchard. Seventeen acres were cleared; the remainder, regardless of the stumps, was sown to grass and used as pasture for 11 cows. The underbrush was burned over; Angora goats kept down further growth and at the same time produced mohair that was promptly turned into revenue. Much has been written to show what can be done with \$1000 in Southwest Washington, but attention is called here to the Dupertuis farm as demonstrating what actually has been done with half that amount.

#### STRAWBERRIES GREAT MONEY MAKERS

Every one of the 10 counties has the same story to tell about berry production. Strawberries for market are picked all summer long and frequently until Christmas time. It is a common saying that this country has its own berries on the table at Easter, Fourth of July, Thanksgiving and Christmas.

Six years ago Andrew Benson, whose farm is less than four miles north of Hoquiam, Chehalis county, began the cultivation of six acres. The returns to date have enabled him to pay out \$3,000, in addition to the living expenses of his family of six. Last year one-eighth acre of celery on his place produced at the rate of \$7,000 an acre.



*Prune Orchard in Clarke County*





*Aberdeen-Hoquiam Electric Plant*

After E. A. Chamberlain had paid for 25 acres in the Humpstulips valley, he had about \$100 remaining out of his original capital of \$1000. With one horse he cleared three acres and planted strawberries and vegetables. From 1-24th of an acre he picked 400 quarts of berries, equaling a yield of \$730 an acre. A patch of peas yielded at the rate of \$1,680 an acre. Ten hives of bees on his place produced over 200 pounds of honey last year.

### OATS NEARLY 10 FEET HIGH; FORTY-POUND CABBAGES.

J. A. Stanfield, in the same valley, raises 9,000 to 10,000 pounds of potatoes and three to four tons of timothy hay to the acre. Oats on stalks nearly 10 feet high grow on Mr. Stanfield's farm.

What is claimed to be the largest cabbage of record was taken from the garden of M. F. Derting at Goldendale, Klickitat county, in the fall of 1910. It weighed 40 pounds.

C. C. Ross, whose farm is on the Klickitat bottom, averaged \$625 an acre gross from three acres of cabbage two years in succession.

On two acres in Cowlitz county, near Kelso, strawberries and bush berries yielded a net profit of \$760. Most of the cane was young and the yield was only about half a normal crop.

During the year November 1, 1909, to November 1, 1910, inclusive, fifteen cows owned by C. R. Worrel, a young farmer of Grays River, in Wahkiakum county, earned an average profit of \$89.55 each.

### BIG YIELD OF POTATOES

One hundred pounds of seed potatoes yielded 10,100 pounds of good marketable potatoes for W. A. Brim, of Grays River.

After four years of farming in Mason county, James K. Soash, who previously farmed in Ohio, Kansas and Missouri, says: "If our friends in the cyclone-blizzard belts could know how comfortably we make a living for a large family here on 15 or 20 acres of land after getting it under cultivation, there would be a family here on every 15 acres."

These instances of what has been done in Southwest Washington—and they are but few of thousands equally as typical—are cited for the guidance of persons who may be seriously figuring on moving to a new and better country. For those who would avoid the labor of stump clearing, there are plenty of other lands—valley, prairie, bench, rolling hill and tideland—to which the same story of great productiveness applies. Yields on tidelands, which are fast being reclaimed, are so large that descriptions thereof sound like exaggerations. Along the shores of Willapa bay, in Pacific county, tideland yields of six tons of hay, 150 to 200 bushels of oats, 600 bushels of potatoes and carrots and 10 tons of rutabagas are reported.

### LAND OF ETERNAL SPRING

Most of Southwest Washington lies west of the Cascade mountains. It has neither the benumbing cold of winter nor the intense heat of summer. In fact, Southwest Washington

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may very truthfully be called "a land of eternal spring." The records for the last 20 years show an average mean temperature of 50 degrees. The mean figures by months run as follows:

January, 39.9; February, 40.6; March, 43.7; April, 48.2; May, 53; June, 56.8; July, 60.3; August, 60.2; September, 57.5; November, 45.1; December, 40.9. Only four times during the two decades did the temperature reach 90 degrees above, while the lowest reading on record during the same period was 10 degrees above. The average rainfall is 78.55 inches, but there is seldom if ever any snow; this despite the fact that Mt. Tacoma, Mt. Adams, Mt. St. Helens and Mt. Hood rise snow-mantled the year round along the borders of the region. East of the Cascade mountains, on the other hand, the settler from the Middle West or the Atlantic seaboard will find the heat and cold to which he is accustomed, but not the great extremes.

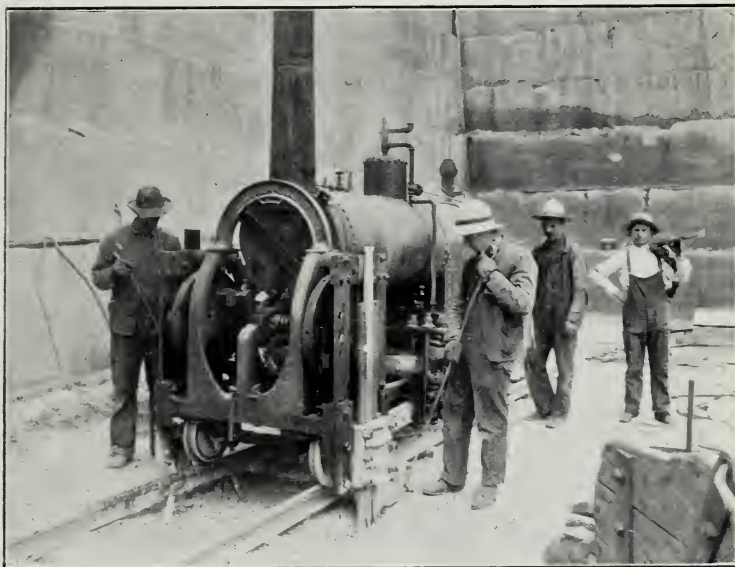
### EACH HEN EARNS \$3.76 2-3; WORLD'S RECORD

Southwest Washington is the place for "the man from somewhere else" who seeks success as a poultryman. The world is challenged to equal the record made on the farm of Frank Winkleman, near Montesano, Chehalis county. In 1910 each of his 600 hens earned him a net profit of \$3.76 2-3.

If a man desires to prosper as a dairyman, Southwest Washington is also the place for him. The climatic conditions insure pasturage almost the year around; all grasses and root crops grow luxuriantly. Undeveloped as it is, Southwest Washington has 78 of the 191 creameries in Washington. Its butter production is valued at \$500,000 annually.

### FORTUNES IN LIVESTOCK

The man who comes to Southwest Washington and raises live stock will share in the twenty million or more dollars annually sent out of the



*Quarrying Building Stone, Tenino, Thurston County*



*Portion of Raymond's Busy Waterfront*

state for meats and meat products. Livestock production has hardly begun as yet. Norman McDonald, near Hoquiam, Chehalis county, started with four Berkshire brood sows. Their offspring netted him \$1,630 in 18 months. He sold \$1000 worth of pigs in 12 months and refused \$10 apiece for the 63 that remained. The animals were allowed to run at large on the place, foraging on roots and skunk cabbage.

If a fruit grower is seeking new fields, Southwest Washington is the place for him. While every part of this section is prolific in yields there are spots that are becoming famous the world over through growing specialties. In Klickitat county there are hundreds of apple orchards that are making fortunes for their owners. The White Salmon, Lyle and Goldendale apples are noted for their delicious flavor and exquisite color. They take many of the principal prizes at the national and lesser apple shows each year. In Clarke county the prune is king. The yearly crop of this delicious fruit is worth almost \$800,000. Like the apples, the prunes go to all parts of the world. In Lewis county, near Chehalis, pear production is assuming large proportions.

If berry production attracts, Southwest Washington offers sure success. The logged-off uplands are wonderfully productive when planted to strawberries, blackberries and loganberries.

#### BIG RETURNS FROM CRANBERRIES AND POTATOES

If the desire is to make money easily, cranberry culture merits investigation. The North Beach peninsula, in Pacific county, has 2,500 acres of bogs, about 100 acres of which are now under cultivation. The



*Rich Valley Farms Near Raymond, Pacific County*



## SOUTHWEST WASHINGTON

average yield is from 75 to 100 barrels per acre. Wholesale prices range from \$8 to \$17 a barrel. Once the bushes get started, cranberry culture calls for little or no labor.

If a farmer's bent is truck gardening, Southwest Washington again is the place for him. With no better soil in the United States for the raising of potatoes, those now engaged in this line are being richly rewarded. Many thousands of dollars are yearly sent out of this and other parts of Washington for the products of other states, potatoes coming as far as from New England. The highest price brought by potatoes in this market the past season was \$60 a ton.

If the wheat grower of somewhere else wants to try another part of the world, Southwest Washington is the place for him. In the counties east of the Cascades unqualified success is being met in grain production. W. L. Harris, whose ranch is near Goldendale, Klickitat county, reports 40 bushels of wheat and 65 bushels of barley to the acre. West of the mountains the yields of oats, rye, buckwheat, flax, hops, grass and hay are almost unbelievable.

While Southwest Washington is far behind in the development of its agricultural lands, there has been most rapid and extensive development in other directions. Seventy-five per cent of the inhabitants live in the cities. And these cities are of the most advanced type, with every thing that goes to make life worth living.

Conditions for ideal home life are all present. Especial pride is taken in the schools. Even in the remote country districts, the very most modern buildings have been erected and the high standard of the school system is known all over the west. High School graduates are admitted to the colleges and other higher institutions of learning, on certificate without examination.

A number of the Southwest Washington cities have developed at such a rate as to bump into each other. Aberdeen, the largest city of Southwest Washington, runs into Hoquiam on one side and Cosmopolis



*Valley, Near Montesano, Chehalis County*

## SOUTHWEST WASHINGTON



*Olympia, on Puget Sound—Capital of Washington*

on the other, making practically one community, although there are three separate governments. The population of the three exceeds 25,000.

### TWIN COMMUNITIES SPREAD

Other twin cities that are almost one as far as the eye can see and at the rate they are growing promise a population of 50,000 in the near future stand in the center of Southwest Washington. They are Centralia and Chehalis, with a combined population of close to 12,000. The full



*City of Aberdeen*

## SOUTHWEST WASHINGTON



*City of Hoquiam, on Grays Harbor*

development of the coal industry alone will make these two cities great in population and wealth. Both are railroad centers and surrounded by a growing agricultural district.

One of the most remarkable little cities in the United States is in Southwest Washington. This is Raymond, in Pacific county, on Willapa Harbor. Although less than six years old it has 20 large manufacturing plants employing 1,200 men with 900 more employed in the nearby lumber camps. The monthly payroll of Raymond foots \$140,000.

Raymond is a twin to the somewhat older city of South Bend, three miles distant. South Bend also has the location and industries that mean



*on Grays Harbor*





*Heavy Hay Yield near Menlo, Pacific County*

great growth. These twin cities have a combined population of nearly 6000. The choicest of farming land reaches back from them for miles.

Southwest Washington is honored by having in its midst the state capital — Olympia. This city, located at the headwaters of Puget Sound, in Thurston county; is a manufacturing center, an oyster-growing center and the distributing point for a large farming territory. It is one of the larger

cities of the Southwest, having a population of 7,000.

### MUST DEVELOP THE FARMING COUNTRY

Located on the Columbia river and connected with Portland, Ore., by a trolley line, is another important city, both in size and environment. It is Vancouver, the seat of Clarke county, whose population of nearly 10,000 must be rapidly increased because of the ideal location and transportation facilities for industries of all kinds.

Montesano, Elma, Tenino, Winlock, Toledo, Kelso, Kalama, Castle Rock, Washougal, Goldendale, White Salmon, Lyle, and many other cities are examples of substantial as well as rapid growth, all of them being centers of agricultural districts. It is realized that the growth in the Southwest has been almost entirely in the cities and that there can be no further municipal expansion without the development of the surrounding farming country.

The cities have in them all the elements of a happy home life. For the worshippers there are churches to suit all, the communities giving the religious organizations most liberal support. All fraternal orders are represented by strong organizations. The hand of good fellowship will always be found waiting the newcomer.



*Hay Making in Chehalis County*

While the majority of the cities base their present size and wealth on the lumber industry, other industries are taking place in the front rank. With the raw material on the ground and a market being made larger every day through the rapid growth of the Pacific coast country, there is sure return for the investment of capital in wood-working plants. Many thousands of dollars are being lost every year in the raw materials that go to waste at the lumber mills. But all sorts of factories are needed and to those with capital to invest in such enterprises, the Southwest Washington cities have inducements to offer.



*A Valley Grain Field Near Chehalis, Lewis Co.*

Lumbering is by far the leading industry at present. In the 10 counties there is a daily cut of 4,000,000 feet, which means 1,200,000,000 feet per year of 300 working days.

According to the United States Geological Survey, Washington is the only state west of the Rocky mountains that takes rank as a coal producer. The deposits in Southwest Washington are declared by experts to extend from the Cascade mountains across this vast territory for a distance of approximately 125 miles. Development thus far is in Lewis and Thurston counties, where in the lignite and bituminous fields nearly a dozen mines are in operation. Coal is being mined right in the city of Chehalis, Lewis county, within two blocks of the business center. There is plenty of opportunity for capital in the development of the Southwest's coal deposits.

### MILLIONS IN FISH AND OYSTERS

An industry that identifies Washington as readily as the lumber industry is its fisheries. The total fisheries' output for 1910—an "off" year by the way—was \$7,500,564.

Another resource of sufficient importance to attract Government attention to Southwest Washington is building stone, extensive deposits of which are being quarried in Thurston county, at Tenino. It is claimed that a better sandstone is not produced. It is shipped to all parts of the United States.



*Valley Farms Near Toledo*





*Trophies of Two Days' Hunt Near Elma*

#### COMMERCIAL CLUBS HAVE FACTS IN DETAIL

With just plain facts and figures it has been sought to set forth in this volume a picture of Southwest Washington as it really is, the aim being to present to the reader the evidence that this is the place for him and his family if he has made up his mind to settle in a new country. Details dealing with every phase of the country's development and setting forth the opportunities for success in industrial and agricultural lines are supplied by booklets issued by the separate commercial clubs represented in the Southwest Washington Development Association. Those booklets also tell of the scenic beauties of Southwest Washington.

One of the things of greatest beauty is a hard, smooth beach along the Pacific ocean, reaching 25 miles in a straight stretch. This is North Beach, in Pacific county, now a resort for many thousands of Washington and Oregon people in the summer.

The community booklets give educational, religious and social facts. All bring out two strong reasons for taking up life in this section of the United States—the healthfulness of the climate and, the abundance of opportunity in all lines of business. An epidemic of any kind except of good health is never known in Southwest Washington. The community booklets may be obtained by writing to the secretaries of the commercial organizations in the various cities, a list of whom is appended to the story here given of The Land That Beckons.

Following will be found a summary of Southwest Washington by counties and the principal cities (the populations of the cities including the year since the 1910 census):

#### CHEHALIS COUNTY

Chehalis county borders on the Pacific ocean, and Aberdeen and Hoquiam, on Grays Harbor, are its seaports. Area, 2,600 square miles Population, 35,660 Annual lumber cut, 600,-



## SOUTHWEST WASHINGTON

000,000 feet. Salmon pack, \$248,092. Clam pack, \$121,558. Over 700,000 acres suitable for agriculture. Only 15,000 acres out of 150,000 acres of logged-off land under cultivation. Dairying, poultry, fruit and berry raising and truck gardening are most successful. Transportation by three lines of railway and steamships to all ports of the world. The rapidly growing cities all in the midst of agricultural districts, include:

**ABERDEEN**—Destined to become the trade center of Southwest Washington. Population, 15,000. Lumber and kindred mills and other industries, including canneries, have yearly payroll of \$4,500,000. Over \$1,000,000 spent on street improvements in three years. Concrete and brick business buildings. Six schools. Nine churches.

**HOQUIAM**—Population, 11,000. Lumber produced in 1910, 270,460,198 feet; 255,925,000 shingles; 65,795,550 lath. With other industries annual payroll is \$3,500,000. Concrete business blocks. Short distance from Moclips, seaside resort of people of Grays Harbor and other parts of Washington.

**MONTESANO**—At head of navigation of the Chehalis river, on edge of Grays Harbor. Population, 2,700. Seven lumber and shingle mills, milk condenser, creamery, cannery and other industries. Monthly payroll, \$25,000. New court house that cost \$250,000. Two banks with \$600,000 deposits.

**ELMA**—Gateway of large lumber and logging districts and surrounded by farming country. On Chehalis river. Monthly wages paid on checks at two banks, \$100,000. Cannery.

Other towns that are sharing in the development of Southwest Washington include Satsop, Oakville, Cosmopolis, Wynoochie, Porter, Quiniault, Summit, Wilson, Westport, Stearnsville, Wilderness, Hump-tulips, Junction, Arctic, Block House, Chepalis, Coat's Landing, Con-nie, Damon, Fairview, Ford's Prairie, Grand Forks, Grove, John's River, Ocosta, Vesta and Moclips.



*Twenty-one Salmon Weighing 700 Pounds, Caught in Columbia River near Cathlamet*



*Fir and Cedar in Pacific County Forest*

## CLARKE COUNTY.

Clarke county extends along the Columbia river for its entire southern stretch. Area, 600 square miles. Population, 26,115. Prune raising a specialty. Value of yearly crop, \$800,000. Apple growing extensive. One creamery alone pays nearly \$150,000 a year to farmers for milk, and produces over 400,000 pounds of butter. Stock raising, with Washington and Oregon as markets. Logged-off lands most suitable for dairying and stock raising, there being over 100,000 undeveloped acres. Among the principal cities are:

**VANCOUVER**—The County seat. Population, 10,000. Rail gateway to Washington from the south and one of the important gateways from the east. All trains bound from Oregon and points north must pass through Vancouver. Industries include fruit canner, barrel factory, shoe

factory, ship yard and iron foundry, the facilities afforded by three transcontinental railroad lines, also a road extending east and north to Spokane, making this city a most desirable site for industrial plants of all kinds.

**WASHOUGAL**—On the Columbia river and Spokane, Portland & Seattle Railway, 18 miles east of Vancouver. Population, 600. Woolen mill, milk condenser and creamery. Free sites provided for legitimate industrial enterprises.

**CAMAS**—On the Columbia and S. P. & S. Ry. Population, 1,200. Paper and pulp mill employing 350 hands among the industries.

Other advancing towns in rich farming districts are Ridgefield, La Center, Yacolt, Battle Ground, Brush Prairie and Orchards.

## COWLITZ COUNTY

Cowlitz county, adjoining Clarke on the north, is partly on the Columbia river. Area, 1,100 square miles. Population, 12,561. Numerous rivers. Lumbering main industry. General farming. Noted cherry and other fruit growing soil. Vast undeveloped coal fields.

Three transcontinental railroad lines and water routes. Ideal conditions for dairying. Large areas of bottom land. About 30,000 acres of undeveloped logged-off land. Leading cities:



## SOUTHWEST WASHINGTON



*Door-yard Potato Patch Near Hoquiam*

**KELSO**—On Cowlitz river. Population, 2,500. Lumbering. Center of smelt industry, 18,000,000 of the little swimmers being taken out of the river every spring. Three transcontinental railway lines.

**KALAMA**—On the Columbia river. Population, 1,000. Lumbering and fishing. Same railways.

**CASTLE ROCK**—On the Cowlitz river. Same railways. Population, 1,000. Lumbering.

Other towns that are looking to the development of their sections of country are Woodland, Ostrander, Carrolton, Catlin, Ariel and Lexington.



*A Bounteous Onion Harvest, Near Olympia*





*Lower Rock Creek Falls, near Stevenson*

#### Klickitat County

Klickitat county extends for eighty miles along the Columbia river. Traversed by Spokane, Portland & Seattle Railway. Area, 1,800 square miles. Population, 10,180. Variety of soils and climate. Famous for apples, many of them produced in soil similar to that of the Hood river district of Oregon, just across the Columbia. Orchards being added to at the rate of thousands of acres a year. Wheat growing and farming in general. Stock raising. Dairying. Lumbering. Principal cities:

**GOLDENDALE**—On the Columbia river and S. P. & S. Ry., Goldendale branch. Population, 1,500. Lumbering and fruit raising center.

**WHITE SALMON**—On the Columbia river and S. P. & S. Ry. Population, 750. Noted for

apples and strawberries. Over 10,000 boxes of apples shipped from one orchard annually.

**LYLE**—On the Columbia river. Junction of S. P. & S. Ry. Becoming more noted every year for apples. Lands rapidly being turned into orchards.



*Pacific Ocean Beach Bathing, near South Bend*



*One of the Many Wild Beauty Spots on the Chehalis River*

Some of the other expanding towns are Laurel, Goodnoe Hills, Carson, Bingen, Maryhill, Cliffs, Bickleton, Roosevelt, Columbus and Centerville.

#### LEWIS COUNTY

Lewis county, with an area of 2,593 square miles, is one of the largest counties in Western Washington. Population, 32,137. It is an inland county, located midway between Puget Sound and the Columbia river. With all the transcontinental railways that enter Washington traversing it and roads built and being built into the timber and coal fields and farm districts, Lewis county has the best of transportation facilities to offer for the products of factories. While lumbering is the leading industry, there is promise that the next few years will see the development of the coal fields on a large scale. Rich in the quality of its valley, prairie and hill agricultural lands, it follows that Lewis county has some of the finest farms in the state. The value of the lands for fruit raising, berry culture; dairying and stock raising has been proved by actual results.

There are 150,000 acres of undeveloped logged-off land. Special efforts are being made to attract settlers for intensive farming. Principal cities:

**CENTRALIA**—Population, 8,000. Lumbering and woodworking plants, glove factory, cannery, creamery, brick yard and other industries. Railroad center, where start branches to Grays Harbor and coal mines. Fine paved streets. Brick and concrete business buildings. City of homes. Half a million dollars spent for hard streets in two years.

**CHEHALIS**—County seat. Population, 5,000. Lumber mills, coal mines, brick and tile works, milk condenser, creamery, mattress factory, ice company, machine shops





*Forty-Pound Cabbage Grown Near Goldendale*

and foundries pay out wages aggregating close to \$50,000 a month. Much railroad activity, the South Bend branch of the Northern Pacific company starting from Chehalis. Highways leading out of the city among the finest of the state. Coal mined in the city limits. Up-to-date hard streets. Modern municipal and business buildings of brick and concrete. To milk condenser 100,000 pounds of milk is supplied daily, coming from many miles around.

WINLOCK — Population, 1,200. Three transcontinental railway lines. Lumber mills, cannery, creamery and a brick and concrete business district.

Other communities that are enlarging their scope and importance are Toledo, Pe Ell, Little Falls, Napavine, McCormick, Dryad, Doty, Adna, Littell, Morton, Randle, Mossyrock, Mayfield, Mineral and Mendota and Kopiah, coal mining towns.

#### MASON COUNTY

Mason county is on the southwestern shore of Puget Sound. Only section of Western Washington where grapes are grown. Diversified farming, with large Sound cities as markets. Dairying and stock raising. Pioneer lumbering county of the state. Over 150,000 acres of logged-off land, with only 7,750 acres under cultivation.

SHELTON, the county seat, has 1,200 people out of the county's total population of 5,156. Lumbering, logging, oyster and fishing industries. To logging employes \$120,000 is paid out each month.



*A Typical Southwest Washington Strawberry Patch*



## SOUTHWEST WASHINGTON



*Ayrshire Cattle in Chehalis County—A Typical Dairy Herd*

A stock raising center is Arcadia. Grapes are grown at Detroit. Oyster beds cluster about Allyn. Big logging operations extend from Matlock. Trout catches make Lake Cushman popular as a mountain resort.

## PACIFIC COUNTY

Pacific county, with 100 miles of salt water frontage, is in the southwestern corner of Southwest Washington, and is noted for the products of its mills and of the waters of Willapa Harbor, Columbia River and the Pacific ocean. Area, 900 square miles. Population, 12,532. In 1910 lumber output was 274,000,000 feet. Oyster output, \$180,000. Salmon pack, \$63,268. Nearly 200,000 acres of logged-off land, with less than 30,000 under cultivation. Farm products do not begin to supply home needs. All varieties of fruit, berries and vegetables grow abundantly. Northern Pacific railway tracks run through county and trolley line under construction will connect main cities and later connect Willapa



*Valley Farms in Klickitat County.*

## SOUTHWEST WASHINGTON

Harbor with Grays Harbor. Other railroad lines projected. Largest vessels afloat take cargoes from Willapa Harbor. Dairying most marked.

**SOUTH BEND** is the county seat, with a population of 3,500. Lumber mills, woodworking plants, canneries, boiler and iron works and shipping point for oysters. Fine hard-paved streets, mountain water by gravity, new stone and concrete courthouse. Supply point for hundreds of vessels of the mosquito fleet of Willapa Harbor.

**RAYMOND**—Only 6 years old, with 3000 people, and lumber, logging, and other industries that employ 2,100 people. Over 13 miles of water front on winding Willapa river. Twenty manufacturing plants. Monthly payroll, \$140,000. Strictly a white man's town, not a negro, Japanese nor Chinaman being among the inhabitants. Free sites offered for all kinds of manufacturing plants. In surrounding country land has been divided into small tracts for intensive farming.

**TOKELAND** is center of Eastern oyster beds. Bay Center is center of native oyster production. Chinook is strictly a fish and oyster town, with a rich agricultural country back of it. The north beach peninsula contains rich agricultural land, with rail and water transportation. Only cranberry land in this part of the country being on the peninsula, berry growing is becoming important industry. Acre returns average \$1,000. Other agricultural, fish, oyster and lumber places of Pacific county are Lebam, Frances, Menlo, Globe, Pluvius, Willapa, Nahcotta, Long Beach, Ilwaco, Oysterville, Megler, Seaview, Breakers, Holman, Saltair, Newton, Cranberry, Oceanside, Loomis, Ocean Park, North Cove, North River, Salmon Creek, Smith Creek, Nema, Knapp-ton and Bruceport.

## SKAMANIA COUNTY

Skamania county lies along the Columbia river, with the Cascade mountains running through its center, giving the state the two conditions of climate. Much of the county is taken up in the Columbia National Forest. Among its things of beauty are Mt. St. Helens and Mt. Adams. Area, 1,636 square miles. Population, 3,000. With both rail and water transportation development has been slow, leaving many opportunities in a section rich in timber, minerals and agricultural lands. Fruits, grains and vegetables are grown. Extensive pasturage for stock. County noted for hot springs.

**STEVENSON**, county seat and principal city, with less than 500 people, is one of the most up-to-date communities in the state. Fruit district center.



*A Pacific County Dairy Farm*

## SOUTHWEST WASHINGTON

BUTLER, Cascades, Ash, Home Valley, Collins, Cape Horn, Mt. Pleasant, Cruzatt, Carson, Chenowith, Underwood and Cooks are towns with promising future.

### THURSTON COUNTY

Thurston county is one of the pioneer counties of the state. Its resources are many, including timber, agriculture, coal, fish, oysters, clams, stone and clay. The southern half of the county is claimed to be an almost continuous field of lignite coal. In the Puget Sound district, which includes the oyster beds of both Thurston and Mason counties, the 1910 oyster output was valued at \$358,500. Thurston county's area is 700 square miles, with 100 miles of salt water shore. Population, 18,000. Dairying very successful with intensive farming rapidly extending. There are nearly 150,000 acres of logged-off land, with less than 15,000 acres under cultivation. Abundant rail and water transportation facilities.

OLYMPIA, state capital and county seat. On Puget Sound and Northern Pacific railway. A city that has pushed ahead with long strides the past few years. Population, 7,200. It has numerous lumber mills and iron and other plants, and is making tideland sites for many more industrial establishments. Center of a most productive agricultural country. Fine homes and pretty parks.

TENINO—Population, 1,100. Three transcontinental railway lines and short line to Olympia; sandstone quarries. Lumbering and coal mining. Concrete business blocks.

BUCODA, Little Rock, Tumwater, Ranier, Yelm, Rochester, Black Lake, Chambers Prairie, Gate City, Grand Mound, Gull Harbor, McIntosh, McLane, Mud Bay, Snyder, Maxfield, Peninsula, South Bay, South Union and Woodland are lumber and agricultural centers.

### WAHKIAKUM COUNTY

Wahkiakum county, with an area of 275 square miles, has over 70,000 acres of logged-off land that is among the richest in point of production in the state. With the Columbia river stretching all along the south side of the county and half of the west side the transportation problem is an easy one, while both Washington and Oregon furnish a waiting market. Less than 4,000 acres in the county are under cultivation. The main industries are logging, lumbering and shingle making, fishing and dairying.



*Solid Comfort*





*Log Jam on Willapa River*

CATHLAMET, the county seat, has 400 people and extends up from the Columbia river. Cannery and traps in view announce the importance of the fish industry. Agricultural wealth is offered in the valleys and on river islands.

SKAMOKAWA — Population, 400. On the Columbia river. Head of three valleys. Skamokawa Farmers' Creamery a home industry. Logging and shingles.

Grays River, Altona, Puget Island, Seal River, Eagle Cliff, Fisherton, Brookfield, Eden, Oneida, Deep River, Rosburg, Waterford, Crooked Creek and

Eureka are communities where the few tillers of the soil are most prosperous trying to supply the big market close by.



*A Fallen Giant—Pacific County Forests*

## SOUTHWEST WASHINGTON

### FURTHER INFORMATION

Manifestly it is impossible in a publication of this size to give all the information, even of a general nature, which Southwest Washington affords and which will be of impelling interest to the man or the woman who is in search of a new home in a new land—a home amid congenial environment and at the same time amid opportunities that do not and cannot exist in older, settled communities. A library would be necessary to contain all the specific information that individuals desire and would find of inestimable value in finally determining the particular section or community in Southwest Washington that has greatest interest and greatest opportunity for them. And even a library would not be satisfactory as a medium for the giving of this specific information. It may best be had—in more completeness and in latest, most up-to-the-minute form—direct from the community or the district which may appeal more particularly to the intending settler. Seekers for homes and better opportunities are therefore urged to write direct to the secretary of the commercial club in the district which most particularly interests them.

These letters should ask in detail for any information that is desired. Any of the secretaries to whom they may be addressed, and a complete list of secretaries is given on Page 32, will be only too glad to answer the inquiries and do everything in their power to give the desired information in the most complete form. Moreover, homeseekers and settlers are assured here that they will be dealing with absolutely responsible organizations when they address their inquiries to these commercial clubs. The commercial clubs, none of them, have any personal axes to grind nor any individual pocket books to line. Their only desire and the only desire of their officers is to make it easy for the homeseeker to come and get located—and to prosper with the thousands who have already taken up their habitat in the great Empire of Southwestern Washington. If you are a homeseeker, or if you are in search of larger opportunity, it will pay you well to write today.



*Cabbages on Logged-off Land*

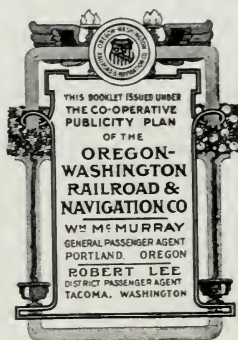


## SOUTHWEST WASHINGTON

### COMMERCIAL ORGANIZATIONS

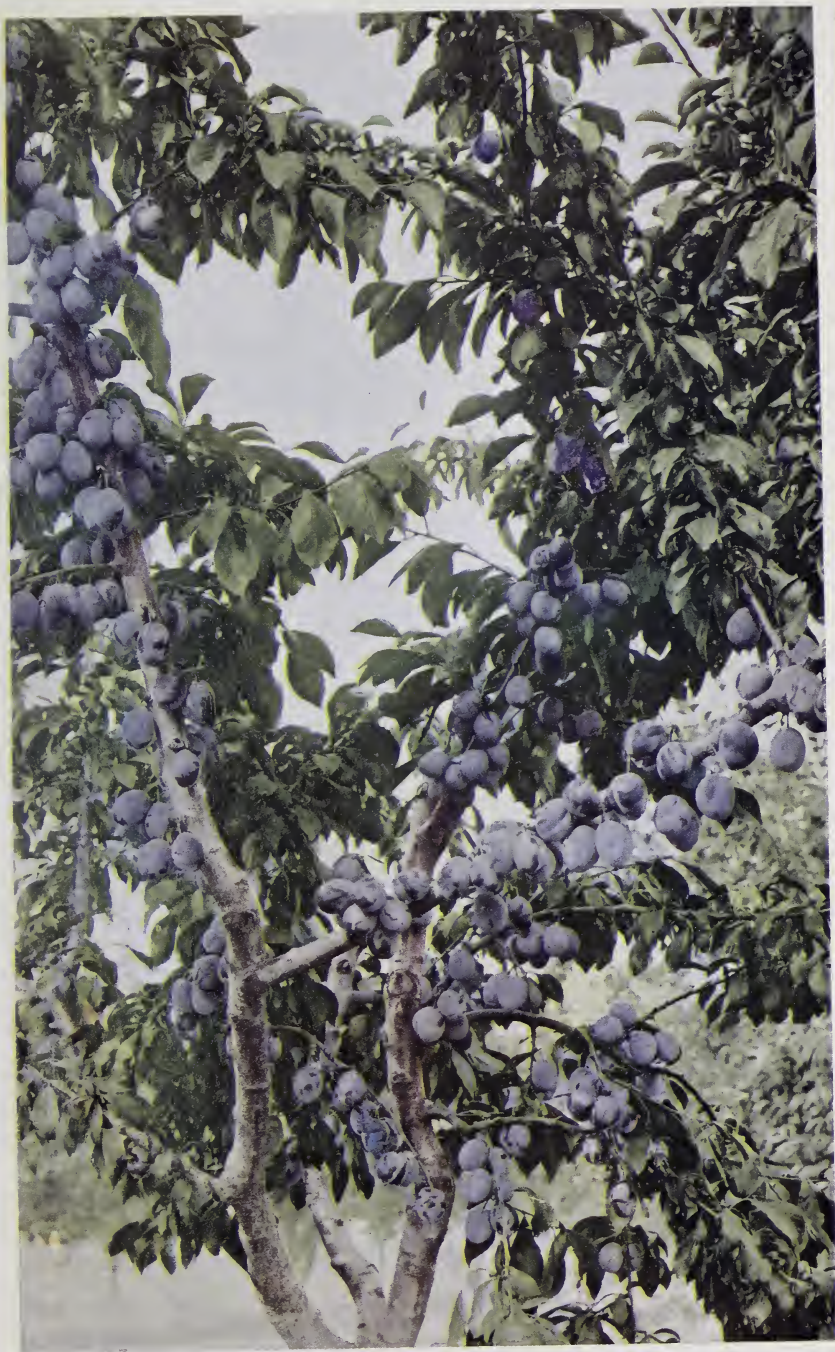
For detailed information write to any of the following organizations. Name of secretary is given in each case.

Aberdeen Chamber of Commerce, Aberdeen, Chehalis County, Dudley G. Allen.  
Adna Advance Club, Adna, Lewis County, W. Clinton.  
Bay Centre Commercial Club, Bay Center, Pacific County, O. Olson.  
Bingen Commercial Club, Bingen, Klickitat County, E. Suksdorf.  
Centralia Commercial Club, Centralia, Lewis County, S. A. D. Eaton.  
Citizens' Club, Chehalis, Lewis County, E. R. Merrell.  
Cathlamet Commercial Club, Cathlamet, Wahkiakum County, W. W. Head.  
Chinook Commercial Club, Chinook, Pacific County, C. A. Payne.  
Camas Commercial Club, Camas, Clarke County, E. R. Patton.  
Castle Rock Commercial Club, Castle Rock, Cowlitz County, C. R. Bell.  
Carson Commercial Club, Carson Skamania County, E. S. Mohler.  
Elma Commercial Club, Elma, Chehalis County, C. H. Palmer.  
Goldendale Fruit and Produce Association, Goldendale, Klickitat County, H. J. Clark.  
Goodnoe Hills Commercial Club, Goodnow Hills, Klickitat County, S. S. Chambers.  
Hoquiam Commercial Club, Hoquiam, Chehalis County, C. D. McClure.  
Kelso Commercial Club, Kelso, Cowlitz County, G. F. Cochrane.  
Kalama Commercial Club, Kalama, Cowlitz County, C. Calahan.  
Laurel Commercial Club, Laurel, Klickitat County, R. H. Chubb.  
Lebam Commercial Club, Lebam, Pacific County, C. J. Schaeffer.  
North Beach Push Club, Long Beach, Pacific County, J. McKean.  
Lyle Commercial Club, Lyle, Klickitat County, W. Morginson.  
LaCenter Commercial Club, LaCenter, Clarke County, H. E. Brau.  
Montesano Commercial Club, Montesano, Chehalis County, J. B. Carlike.  
Moclips Commercial Club, Moclips, Chehalis County, C. A. Cooper.  
Oakville Commercial Club, Oakville, Chehalis County, D. H. Phillips.  
Olympia Chamber of Commerce, Olympia, Thurston County, F. T. Watson.  
Pe Ell Commercial Club, Pe Ell, Lewis County, C. W. Boynton.  
Raymond Commercial Club, Raymond, Pacific County, W. W. Hays.  
Ridgefield Commercial Club, Ridgefield, Clarke County, W. McGrotty.  
Rochester Commercial Club, Rochester, Thurston County, J. W. Egger.  
South Bend Commercial Club, South Bend, Pacific County, F. G. McIntosh.  
Stevenson Commercial Club, Stevenson, Skamania County, A. R. Greene.  
Shelton Commercial Club, Shelton, Mason County, G. C. Angel.  
Trout Lake Commercial Club, Trout Lake, Klickitat County, A. G. Belsheim.  
Tenino Commercial Club, Tenino, Thurston County, W. McArthur.  
Toledo Commercial Club, Toledo, Lewis County, H. H. Hurst.  
Underwood Commercial Club, Underwood, Skamania County, H. W. Hamlin.  
Vancouver Commercial Club, Vancouver, Clarke County, G. B. Simpson.  
Washougal Commercial Club, Washougal, Clarke County, G. P. Larsen.  
White Salmon Commercial Club, White Salmon, Klickitat County, E. M. Grenier.  
Woodland Commercial Club, Woodland, Cowlitz County, C. C. Alford.  
Winlock Commercial Club, Winlock, Lewis County, C. A. Cook.  
Yacolt Commercial Club, Yacolt, Clarke County, C. R. Miller.



Pub. 111 (12-19-11) 20M



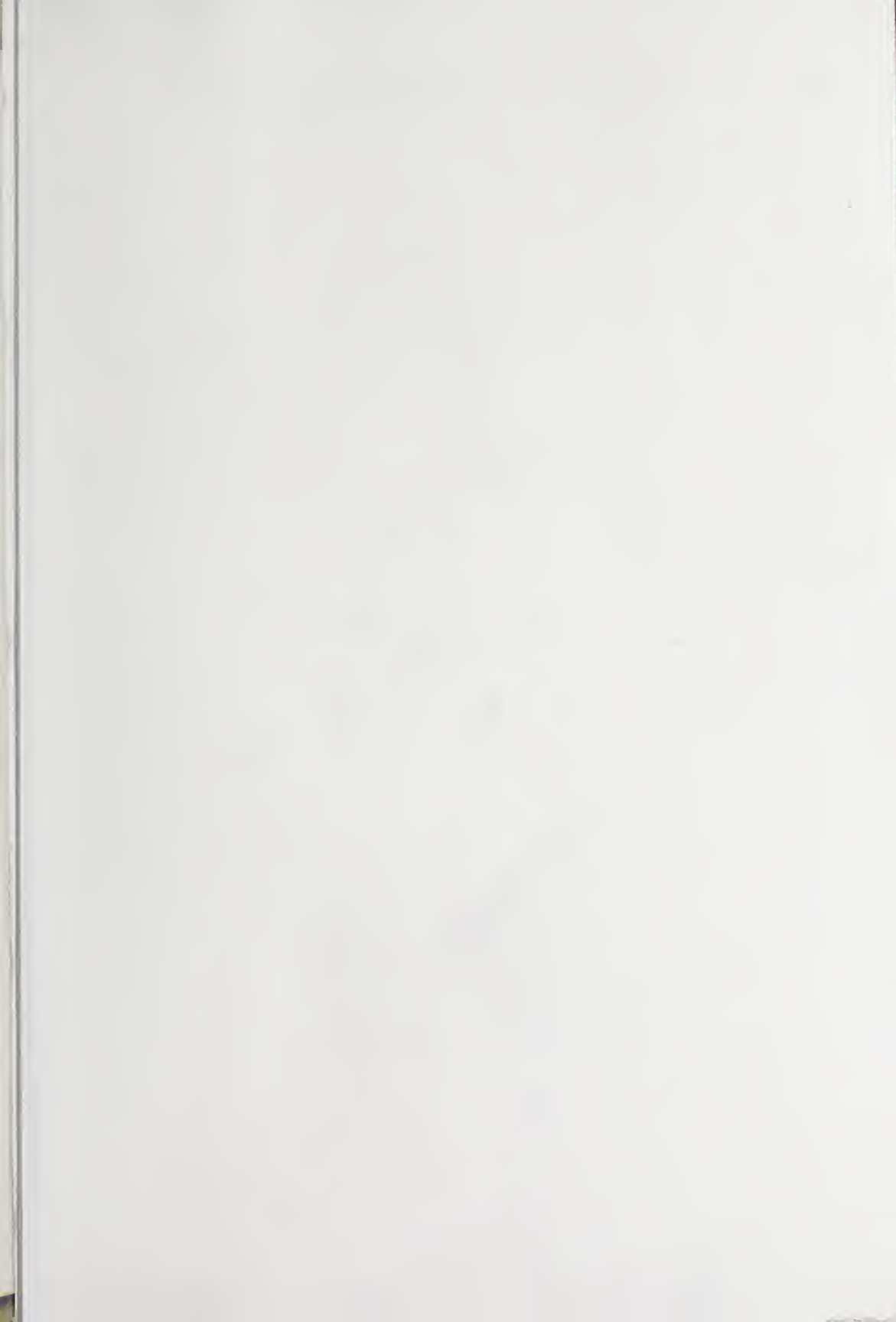


*Six Year Old Prune Tree. Clark County.*





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